Atlantic - Quebec Land Border Sales Jan - May 12-13

Atl/Que Gross Sales - Land Border	May 13					May 12					Variance		
Department (product lines) Rayon (gamme de produits)	Imported (IDNP) Importees	Imported (IDP) Importees	Domestic Nationales	Total	Sales Mix %	Imported (IDNP) Importees	Imported (IDP) Importees	Domestic Nationales	Total	Sales Mix %	Imported +/- %	Domestic +/- %	Total +/- %
Accessories (purses, wallets, sunglasses, etc.)	$43,488.26	$35,647.62	$8,295.09	$87,430.97	3.44%	$34,473.88	$34,511.34	$11,198.55	$80,183.77	3.25%	14.71%	-25.93%	**9.04%**
Alcohol (liquor, liqueur, wine, coolers)	$581,637.64	$0.00	$198,484.48	$780,122.12	30.68%	$566,391.49	$0.00	$187,151.63	$753,543.12	30.54%	2.69%	6.06%	**3.53%**
Beer (beer, malt-based coolers)	$1,360.40	$0.00	$60,862.41	$62,222.81	2.45%	$1,484.00	$0.00	$63,570.78	$65,054.78	2.64%	-8.33%	-4.26%	**-4.35%**
Clothing (including hats, fur, leather)	$18,824.01	$10,482.78	$27,635.01	$56,941.80	2.24%	$20,981.18	$12,760.67	$22,568.42	$56,310.27	2.28%	-13.14%	22.45%	**1.12%**
Crafts/arts	$80.00	$130.00	$1,699.54	$1,909.54	0.08%	$77.88	$302.15	$648.32	$1,028.35	0.04%	-44.74%	162.15%	**85.69%**
Electronics, Cameras, Binoculars, etc.	$136.70	$1,076.00	$179.70	$1,392.40	0.05%	$305.75	$1,999.36	$167.40	$2,472.51	0.10%	-47.39%	7.35%	**-43.68%**
Food	$41,451.16	$3,857.28	$99,677.11	$144,985.55	5.70%	$48,831.81	$4,592.51	$86,442.31	$139,866.63	5.67%	-15.19%	15.31%	**3.66%**
Glassware, Crystal, China, Figurines, Porcelain	$2,238.49	$2,064.58	$141.59	$4,444.66	0.17%	$3,793.15	$2,035.61	$586.77	$6,415.53	0.26%	-26.18%	-75.87%	**-30.72%**
Jewellery, Watches, Clocks	$78,698.06	$18,869.42	$12,662.41	$110,229.89	4.33%	$70,097.69	$10,593.37	$34,062.51	$114,753.57	4.65%	20.91%	-62.83%	**-3.94%**
Office and Travel Supplies	$5,773.09	$4,325.92	$16,750.72	$26,849.73	1.06%	$3,347.75	$3,560.28	$32,210.76	$39,118.79	1.59%	46.19%	-48.00%	**-31.36%**
Perfume, Cosmetics, Skincare	$583,652.36	$139.99	$52,360.35	$636,152.70	25.01%	$563,524.11	$17.94	$35,528.61	$599,070.66	24.28%	3.59%	47.38%	**6.19%**
Souvenirs (no clothing)	$2,544.37	$9,503.27	$25,820.32	$37,867.96	1.49%	$1,982.90	$11,952.12	$24,933.17	$38,868.19	1.58%	-13.54%	3.56%	**-2.57%**
Tobacco, Cigars, Loose Tobacco	$146,437.04	$199,458.67	$244,660.58	$590,556.29	23.22%	$144,330.76	$197,649.00	$226,284.31	$568,264.07	23.03%	1.15%	8.12%	**3.92%**
Other	$31.47	$1,662.99	$319.99	$2,014.45	0.08%	$0.00	$1,973.75	$477.87	$2,451.62	0.10%	-14.15%	-33.04%	**-17.83%**
TOTAL / TOTAUX	**$1,506,353.05**	**$287,218.52**	**$749,549.30**	**$2,543,120.87**	**100.00%**	**$1,459,622.35**	**$281,948.10**	**$725,831.41**	**$2,467,401.86**	**100.00%**	**2.99%**	**3.27%**	**3.07%**

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Accessories (purses, wallets, sunglasses, etc.)	$114,580.91	$104,045.71	$20,005.81	$238,632.43	2.91%	$96,950.23	$84,948.57	$34,953.13	$216,851.93	2.62%	20.19%	-42.76%	**10.04%**
Alcohol (liquor, liqueur, wine, coolers)	$1,813,053.30	$0.00	$620,174.21	$2,433,227.51	29.71%	$1,880,566.84	$0.00	$593,100.30	$2,473,667.14	29.84%	-3.59%	4.56%	**-1.63%**
Beer (beer, malt-based coolers)	$3,803.95	$0.00	$203,167.01	$206,970.96	2.53%	$4,332.75	$0.00	$222,329.10	$226,661.85	2.73%	-12.20%	-8.62%	**-8.69%**
Clothing (including hats, fur, leather)	$41,640.95	$28,941.14	$77,590.02	$148,172.11	1.81%	$44,248.45	$34,281.05	$76,457.33	$154,986.83	1.87%	-10.12%	1.48%	**-4.40%**
Crafts/arts	$204.84	$569.61	$7,309.18	$8,083.63	0.10%	$116.83	$717.50	$5,826.09	$6,660.42	0.08%	-7.18%	25.46%	**21.37%**
Electronics, Cameras, Binoculars, etc.	$262.50	$4,477.91	$458.70	$5,199.11	0.06%	$470.50	$4,235.25	$684.25	$5,390.00	0.07%	0.74%	-32.96%	**-3.54%**
Food	$154,669.92	$10,499.75	$294,940.77	$460,110.44	5.62%	$160,991.41	$10,253.00	$278,520.93	$449,765.34	5.42%	-3.55%	5.90%	**2.30%**
Glassware, Crystal, China, Figurines, Porcelain	$8,824.54	$6,474.12	$830.11	$16,128.77	0.20%	$17,444.77	$7,222.69	$1,228.15	$25,895.61	0.31%	-37.98%	-32.41%	**-37.72%**
Jewellery, Watches, Clocks	$226,023.21	$55,871.32	$28,530.64	$310,425.17	3.79%	$219,650.83	$34,904.45	$64,271.86	$318,827.14	3.85%	10.74%	-55.61%	**-2.64%**
Office and Travel Supplies	$13,281.93	$12,454.69	$54,929.15	$80,665.77	0.98%	$10,132.08	$12,924.36	$64,098.98	$87,155.42	1.05%	11.62%	-14.31%	**-7.45%**
Perfume, Cosmetics, Skincare	$1,779,258.52	$148.96	$153,118.45	$1,932,525.93	23.59%	$1,751,802.67	$111.54	$124,909.41	$1,876,823.62	22.64%	1.57%	22.58%	**2.97%**
Souvenirs (no clothing)	$8,848.57	$29,537.37	$82,640.69	$121,026.63	1.48%	$7,527.61	$33,237.74	$82,578.39	$123,343.74	1.49%	-5.84%	0.08%	**-1.88%**
Tobacco, Cigars, Loose Tobacco	$499,721.57	$814,711.87	$909,150.54	$2,223,583.98	27.15%	$541,413.66	$829,812.11	$945,165.70	$2,316,391.47	27.94%	-4.14%	-3.81%	**-4.01%**
Other	$31.47	$5,574.65	$731.27	$6,337.39	0.08%	$0.00	$7,374.11	$1,210.00	$8,584.11	0.10%	-23.98%	-39.56%	**-26.17%**
TOTAL / TOTAUX	**$4,664,206.18**	**$1,073,307.10**	**$2,453,576.55**	**$8,191,089.83**	**100.00%**	**$4,735,648.63**	**$1,060,022.37**	**$2,495,333.62**	**$8,291,004.62**	**100.00%**	**-1.00%**	**-1.67%**	**-1.21%**